



NEBRASKA MANUFACTURING EXTENSION PARTNERSHIP (NEBRASKA MEP)

The Nebraska Manufacturing Extension Partnership (Nebraska MEP) at the University of Nebraska-Lincoln provides manufacturing support and assistance to enhance the productivity and technological performance of small- and medium-sized manufacturing enterprises statewide. Leveraging relationships with technical specialists at the University of Nebraska and a network of external providers, Nebraska MEP offers an assortment of services to help manufacturers improve, grow, connect and lead.

Nebraska MEP's approach is to work with each client individually, understand their needs, and tailor a plan to meet specific goals and objectives. The end goal is to increase the profitability and competitiveness of manufacturers through a concerted effort to develop high caliber workers, foster product innovation, cultivate new customers and enter new markets.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2020



\$8.9 Million

Total Increased/Retained Sales



280

Total Increased/Retained Jobs



\$155.2 Million

New Client Investments



\$3.3 Million

Cost Savings

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STRATEGY SETS COURSE FOR GROWTH

ABOUT WILSON CASE, INC.. Wilson Case is a top designer and manufacturer of custom and stock shipping cases to meet any requirement from live event production road cases, to athletic equipment, and trade show exhibit cases. Wilson Case is a rural establishment located in Hastings, Nebraska which employs 30 individuals.

THE CHALLENGE. Wilson Case has a very popular line of products with a modern plant featuring an engaged employee group and select investments in automation equipment. The Nebraska MEP conducted a competitive assessment review with the owner and senior management team. The review found many positives, while identifying a need for strategy development to give leadership a clearer vision of their current and future states. Goals and objectives could then be distilled down to the department's process design and the production floor.

MEP CENTER'S ROLE. Matt Allmand, director of the Nebraska MEP conducted strategy sessions with company leadership over an initial day, followed up by a second session six weeks later. The development of a strategy plan was a three-step process: identify the current state, create a future state and develop steps to bridge the gap. The resulting plan helped Wilson Case set a vision to increase sales, retain existing sales and choose the right investments to make in infrastructure and workforce development.

"The Nebraska MEP with Matt Allmand's experience, helped us to identify the right strategies, allowing us work together to become a much more efficient and profitable operation."

-Doug Huffaker, Sales Executive



RESULTS



\$500,000 increase in sales over the previous year



\$100,000 in retained sales



2 jobs retained and created 3 new jobs.



\$100,000 investment in new products, processes, equipment and workforce development.



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